

As a general proposition it is difficult to get sisters on board into the culture of the store, however, there is a superstition that one of them is pretty sure to be a leader. But through some "drag" twin sisters managed to break into the fashion department. All the names I use are fictitious, but one of the twins may masquerade as Florene and the other as Truette. They were blondes, and they looked so much alike that Florene's boss, I am told, pronounced her the twin.

As a business asset, however, they differed. They had been getting the same salary—ten dollars and a half a week—but it was found that Florene made 1252 sales in a month, worth \$313, while Truette disgraced the department by making in only 562 sales, worth \$135. Now did Truette leave her income in the hands of the manager of the whole department until the buyer had her farewell one night without slipping his bait. This is one of those little little-the-cream dresses that are always being discussed in department stores, and it proves the leader theory beyond question. Don't ever try to get your sister into the same store. It also shows that there are human limitations to the best of selling plans.

In its increasing campaign for more business this store has worked out a plan that will drag you in there as a customer a great deal before than you have been in the habit of going. The modern store has a thousand subtle ways of pulling you in, and bringing you back time and again. It is the art of the manager to make you stop at this store, and the officer you yield the lighter in the hand wears about you.

"Come out into the store," the merchandise manager said to me in his office, and got me by the arm.

We stood for a few minutes near the Modish Underwear and watched a young customer, whose hair mysteriously fell about a middle-aged matron, whose two youthful daughters were with her.

"Our special sale begins Tuesday at eleven o'clock," she said sweetly.

Then she talked for a minute in a language that only a woman understands—except, of course, the merchandise manager. He smiled in his grimy, in the slightest spasm of literary imitation French things made of lace.

"Tuesday at eleven o'clock, did you say?" inquired the matron.

"Tuesday at eleven. It'll be worth your while too," I walked away with the merchandise manager, and he observed with lines of satisfaction.

"She'll be here Tuesday without doubt. Our system gets them in the great majority of instances."

The system works this way: Every clerk in the store, at different times, is given specific instructions to tell customers about some future event, and to set the time when the customer should be back to that clerk. Here, on shopping—not mere general buying, but with a fixed desire to acquire some particular thing. The cumulative effect of this method is tremendous when practiced with deliberate persistence.

In the instance I mentioned, the salesman cunningly placed the seed in the matron's mind of the customer, and I have no doubt whatever that her two young daughters were appropriately conditioned on that fatal Tuesday, at or about eleven o'clock. Quite likely she herself became possessed of various creations of lace that might or might not have been French.

There is no question in my mind, either, but that mother and daughter were all immensely satisfied, even though they had been caught in a deeply laid trap; and, as the art of satisfying customers is the paramount one in business, who is bold enough to come forward and denounce my friend, the Sly Merchandise Manager?

You may be sure, however, that to play this game successfully requires as much management as it takes to command a regiment. Some day, however, double Mrs. Allister, in the Hills and Valleys, happens to tell you that you'll miss the chance of your life if you don't come to the store on the following Monday to see some new creations with stripes? I stood and watched her perform this little stunt, and she did it as easily as my girl on the store would her dress.

"Such lovely stripes!" she observed to the smiling matron. "Stripes are going to be all the rage, you know!"

In confidence I said to the merchandise manager: "Has Florene seen those striped creations, that she prettified them as much?"

"Nay," he admitted, "Florene is a naive parrot."

"But how does she know," I inquired, "that stripes are to be quite the fashion?"

"Of her own knowledge, she doesn't," said he. "It is part of the mighty game we are playing here in this store to pick those Modistes as one of the specific talking machines that will tell us what that will bring us customers for striped creations."

Up in the Ladies' Suite is a vibrant young woman—Miss Swansong, as I may call her. I hovered near and

(Continued on Page 81)

THE AGONY COLUMN

THE fifth letter from the young man of the Agency Column arrived at the Carlton Hotel, as the reader may recall, on Monday morning, August the third. And it represented the first glimpse of the state of the environment after had participated in the murder in Adelphi Terrace. The news that her pleasant young friend—whom she did not know—had been arrested as a suspect in the case, inevitable as it had seemed for days, came some the best as an unhappy shock. She wondered whether there was anything she could do to help. After seven consecutive going to Scotland Yard and, on the ground that her father was a Congressman from Texas, demanding the immediate release of her strawberry man. Finally, however, she decided that Congressmen from Texas meant little in the life of the London police. Besides, she might have difficulty in convincing the third member of the committee who happened to know all about a crime that was so yet mentioned in the newspapers.

So she read the latter portion of the fifth letter, which pictured her have searched off indignantly to Scotland Yard and, with a worried little sigh, went before to join her father.

In the course of the morning she made several impatient inquiries of her parent regarding nine points of international law as it concerned murder, and it is probable that he would have been struck by the odd nature of these questions had he not been kindly searched about another matter.

"I tell you, you've got to get home!" he announced gloomily. "The German troops are ready at Ais-la-Chapelle for an assault on Liège. Yes, ah—they're going to strike through Belgium! Know what that means? England in the war! Labor troubles; revolutionary troubles; civil war in Ireland—these things will melt away as quickly as that snow we had last winter in Texas. They'll go in. It would be national suicide if they didn't."

His daughter stared at him. She was unaware that it was the lookback at the Carlton he was now quoting. She began to think he knew more about foreign affairs than she had. She was ready to say:

"Yes, sir," he said, "you've got to travel—fast. This won't be a holiday neighborhood, but noncommittal when the trouble starts. I'm going if I have to buy a ticket!"

"Nonsense!" said the girl. "This is the chance of a lifetime. I won't be cheated out of it by a silly old dad. Why, he can run with the best of them!"

"Answer, history is good enough for me," he spread eagled. "What are you looking at?"

"Precedent to the death!" she said thoughtfully. "You old dog—I have you out. Some of our attachment over home are going to look pretty foolish now in the face of things they can't understand. I hope you're not going to be one of them."

By Earl Derr Biggers

ILLUSTRATED BY WILL MARRS



"Before this thing is ended I'm down in the front I fear."

"Twaddle!" he cried. "I'm going to the steamship office again to-day and argue as I never argued for a vote."

His daughter, who had been waiting for him, was down long, straggled, she did not try to dissuade him.

London that hot Monday was a city on the alert, a city of hearts heavy with dread. The rumors in one special edition of the papers were decided in the next and confirmed in the next. Men who could look into the future walked the streets with faces far from happy. Children rolled the lawn. And it found its echo in the heart of the girl from

Texas as she thought of her young friend of the Agency Column—"in domestic yard" behind the flowering walls of Scotland Yard.

That afternoon his father appeared, with the faintest hint of the steamer, and told her that for a steamship man he had bought the tickets of a man who was to have sailed on the steamship *Florida* three days hence.

"The boat train leaves at ten Thursday morning," he said. "Take your last look at Europe and be ready."

Three days! His daughter listened with aching heart. Could other in three days she could solve the strange mystery. Know the final fate of the man who had first addressed her so unconventionally in a public print? Why, at the end of three days he might still be in Scotland Yard, a prisoner! She could not leave if that were true she simply could not. Almost she was on the point of telling her father the story of the whole affair, confident that she could soothe his anger and calm his aid. She decided to wait until the next morning; and, if no better came then—

But on Tuesday morning a letter did come and the beginning of a longish pleasant news. The beginning—yes. But the end? This was the letter:

Dear American Lady: As it has much for me to assume that you have been just that, knowing as you did that I was looked up for the murder of a captain in the Indian Army, with the evidence all against me and hope a very small vessel would indeed!

Well, there, lady, be anxious no longer. I have just freed through the most astounding day of all the astounding days that have been my portion since last Thursday. And now, in the dusk, I sit again in my room, a free man, and write to you in what peace and quiet I can command after the startling adventure through which I have recently passed.

Remember no longer points to me; remember no longer eye me; Scotland Yard is not even slightly interested in me. For the murder of Captain Fraser-Fraser has been taught at last!

Today night I spent indignantly in a cell in Scotland Yard. I could not sleep. I had an amazing new idea of how, in a struggle, and at intervals how I might escape from the folds of the net that had closed so tightly about me. My friend at the consulate, Watson, called on me late in the evening; and he was very kind. But there was a note lacking in his voice, and after he was gone the terrible certainty came into my mind—I believed that I was getting very old.

The night passed, and a greatly portion of today went by—as the poets say—with lagging feet. I thought of London, yellow in the sun. I thought of the Carlton—I suppose there are no more strawberries by this time. And my writer—that stiff-backed Prussian—has been in Scotland now, I presume, marching with his regiment. I thought of you.

The Agony Column

Alice Clay



The Agony Column:

The Enigmatic Realm of **The Agony Column**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing short of extraordinary. Within the captivating pages of **The Agony Column** a literary masterpiece penned with a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting impact on the hearts and minds of those who partake in its reading experience.

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